

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT**

May 10, 2006

The Real Estate Board Education Committee met on Wednesday, May 10, 2006 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Sharon Parker Johnson
R. Schaefer Oglesby
Byrl Taylor
Judith Childress

Staff Members present: Tammie Hall, Education Administrator

The meeting was called to order at 3:00 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

A. 3 new proprietary school applications were approved.

1. Council of Residential Specialists - Chicago, IL
Contact Person: Amanda Schulze
2. Bayview Financial Exchange Services - Coral Gables, FL
Contact Person: Brooks Gracie
3. City of Roanoke Fair Housing Board - Roanoke, VA
Contact Person: Angie Williamson

B. 81 continuing education course applications were approved, of these courses:

14 previously approved courses offered by approved schools were approved.

1. 54901 Eminent Domain, 7 hours real estate related, Lorman Business Center, Inc. (**revised content**)
2. 55292 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**review of instructor**)
3. 55293 Property Valuation, 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy (**review of instructor**)

4. 55294 Land Use Issues, 1 hour Residential Real Estate Elective Topics, Real Estate Career Academy (**review of instructor**)
5. 55295 Selling Process, 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy (**review of instructor**)
6. 55296 Business Planning, 2 hours Residential Real Estate Elective Topics, Real Estate Career Academy (**review of instructor**)
7. 55297 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**review of instructor**)
8. 55299 Advanced CSP: House Construction As A Selling Tool, 3 hours Legal Updates, 7 hours Real Estate Related, Real Estate Career Academy (**review of instructor**)
9. 55301 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**review of instructor**)
10. 55302 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**review of instructor**)
11. 55303 Ethics and Standards of Conduct/Current Industry Issues and Trends (Certified Sales Professional (CSP), 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**review of instructor**)
12. 55306 Introduction to Contracts for Real Estate Professionals, 3 hours Real Estate Contracts, Real Estate Career Academy (**review of instructor**)
13. 55307 Introduction to Contracts for the Real Estate Professionals, 2 hours Real Estate Contracts, Real Estate Career Academy (**review of instructor**)
14. 55308 Foreclosures and the Instruments of Real Estate Finance, 4 hours Real Estate Related, Real Estate Career Academy (**review of instructor**)

64 original applications for courses offered by approved schools were approved.

1. 55087 Title Insurance: Overview and Enhanced Coverage, 1 hour Real Estate Related, The Real Estate School, Inc.
2. 55089 Liens on Real Property, 1 hour legal updates, Richmond Association of Realtors
3. 55091 The Power of Exchange: 1031 Tax Deferred Exchange Basics, 1 hour Real Estate Related, Richmond Association of Realtors
4. 55093 Law of Easements: Legal Issues and Practical Considerations, 7 hours Real Estate Related, Lorman Business Center, Inc.
5. 55094 Resolving Problems and Disputes on Construction Projects in Virginia, 7 hours Legal Updates, NBI, Inc.

6. 55096 Negotiating and Drafting Trouble-Free Commercial Real Estate Leases in Virginia, 7 hours Legal Updates, NBI, Inc.
7. 55097 2006 SIOR Spring Convention, 8 hours Real Estate Related, Society of Industrial and Office Realtors
8. 55159 Real Estate Investment Strategies, 4 hours Real Estate Related, New Millennium University
9. 55161 Real Estate Investment Analysis, 4 hours Real Estate Related, New Millennium University
10. 55165 Buying and Selling Foreclosures, 3 hours Real Estate Related, Real Estate Institute
11. 55166 1031 Tax Free Exchange, 3 hours Real Estate Related, Real Estate Institute
12. 55167 Bricks & Sticks Construction Basics, 3 hours Real Estate Related, Real Estate Institute
13. 55168 Emerging Trends, 3 hours Real Estate Related, Real Estate Institute
14. 55169 Legislative Update, 3 hours Real Estate Related, Real Estate Institute
15. 55170 Virginia Legal Update, Agency & Ethics, 1 hour Ethics and Standards of Conduct, 1 hour Legal Updates and 1 hour Real Estate Agency, Kirks Institute
16. 55172 Technology Driving Your Success, 8 hours Real Estate Related, New Millennium University
17. 55195 Agency Law, 3 hours Real Estate Agency, The Real Estate School of The Richmond Association of Realtors
18. 55197 Internet Resources and E-Commerce Issues, 3 hours Real Estate Related, The Real Estate School of The Richmond Association of Realtors
19. 55199 Ethics, 3 hours Ethics & Standards of Conduct, Real Estate School of The Richmond Association of Realtors
20. 55201 Federal Taxes and Homeowners, 3 hours Real Estate Related, The Real Estate School of The Richmond Association of Realtors
21. 55203 Business Planning, 3 hours Real Estate Related, The Real Estate School of The Richmond Association of Realtors
22. 55205 Tax Laws and Investments, 1 hour Real Estate Related, The Real Estate School of The Richmond Association of Realtors
23. 55207 Underground Storage Tanks, 1 hour Real Estate Related, The Real Estate School of The Richmond Association of Realtors
24. 55209 Anti-Trust Laws, 1 hour Real Estate Related, The Real Estate School of The Richmond Association of Realtors
25. 55213 Environmental Issues, 3 hours Real Estate Related, The Real Estate School of The Richmond Association of Realtors
26. 55215 Home Inspections, Surveys, & Insurance, 3 hours Real Estate Related, The Real Estate School of The Richmond Association of Realtors
27. 55217 Offer To Purchase, 3 hours Contracts, The Real Estate School of The Richmond Association of Realtors
28. 55219 Real Estate Law, 3 hours Legal Updates, The Real Estate School of The Richmond Association of Realtors
29. 55221 Real Estate Tax Issues, 8 hours Real Estate Related, Lorman Business Center, Inc.

30. 55222 Lender and Realtor HUD/FHA Update, 7 hours Real Estate Related, US Department of Housing & Urban Development
31. 55223 Connecting with Multicultural Homebuyers, 7 hours Real Estate Related, VAR
32. 55225 Managing Diversity for the Broker/Owner/Manager, 2 hours Fair Housing and 6 hours Real Estate Related, VAR
33. 55227 RLI: Site Selection, 8 hours Real Estate Related, VAR
34. 55256 Scope of Work, 4 hours Real Estate Related, McKissock
35. 55257 Private Appraisal Assignments: What To Do-What Not To Do, 4 hours Real Estate Related, McKissock
36. 55258 The Cost Approach, 4 hours Real Estate Related, McKissock
37. 55259 Appraising Real Estate Owned and Foreclosure Properties, 4 hours Real Estate Related, McKissock
38. 55260 Appraising FHA Today, 4 hours Real Estate Related, McKissock
39. 55264 Actions of the 2006 Virginia General Assembly, 2 hours Legal Updates, Alpha College of Real Estate Inc. of Virginia
40. 55267 Rose & Womble Backwards & Forwards Know Your Contracts, 6 hours Real Estate Contracts, Alpha College of Real Estate Inc. of Virginia
41. 55269 Rose & Womble Who Do I Represent, 3 hours agency, Alpha College of Real Estate Inc. of Virginia
42. 55271 Rose & Womble Property Valuation/Listing Process, 6 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
43. 55273 Residential Roofing Systems/Shingles, 2 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
44. 55275 Uncovering Hidden Plumbing Defects, 2 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
45. 55277 Wells and Pumps, 2 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
46. 55279 Rose & Womble Contract To Closing/Selling Process, 3 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
47. 55281 Rose & Womble Proactive Prospecting, 3 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
48. 55283 Basics of Investing in Real Estate, 4 hours Real Estate Related, Alpha College of Real Estate Inc. of Virginia
49. 55287 Financing Basics, 2 hours Real Estate Related, New River Valley Association of Realtors
50. 55298 MLXCHANGE Report Customization, 3 hours Real Estate Related, REIN
51. 55305 Tax Matters in Real Estate Sales, 3 hours Real Estate Related, Real Estate Career Academy
52. 55309 Real Estate Continuing Education, 8 hours Real Estate Related, New River Community & Technical College
53. 55314 MLXCHANGE A To Z, 8 hours Real Estate Related, Real Estate Information Network (REIN)

54. 55315 Encumbrances, Judgments, and Liens, 2 hours Real Estate Related, Provident School of Real Estate
55. 55317 The Magic of Exceptional Service & Leadership, 1 hour Real Estate Related, Virginia Association of Realtors
56. 55320 Maximizing Your Real Estate Customer Contact Management System, 3 hours Real Estate Related, Virginia Association of Realtors
57. 55322 Mastering the New Regional Sales Contract, 4 hours Real Estate Related, The Professional Development Institute
58. 55324 The Appraisal Process for Agents & Brokers, 4 hours Real Estate Related, McKissock, LP
59. 55325 The Nuts and Bolts of a Like-Kind Exchange, 3 hours Real Estate Related, Investors Title Insurance Company
60. 55329 Staying Power: Surviving A Changing Market, 2 hours Real Estate Related, Prince William Association of Realtors
61. 55332 Alternative Business Models, 1 hour Ethics, and 1 hour Real Estate Law, Prince William Association of Realtors
62. 55333 Case of the Missing Disclosure, 2 hours Real Estate Related, Prince William Association of Realtors
63. 55334 Meeting the Challenge of the Changing Housing Demand, 2 hours Ethics, Prince William Association of Realtors
64. 55335 Conflicting Interests in a Real Estate Deal, 3 hours Real Estate Agency, Prince William Association of Realtors

3 original applications were approved for schools with pending applications.

1. 55095 Creating Value for Your Clients (CRP), 8 hours Real Estate Related, Council of Residential Specialists
2. 55285 1031 Tax Deferral Strategies, 2 hours Real Estate Related, Bayview Financial Exchange Services
3. 55340 Fair Housing Compliance Made Simple, 3 hours Fair Housing, City of Roanoke Fair Housing Board

C. 48 post license education course applications were approved, of these courses:

47 original applications for courses offered by approved schools were approved.

1. 55088 Other Real Estate Related (Title Insurance: Overview and Enhanced Coverage), 1 hour Residential Real Estate Elective Topics, The Real Estate School, Inc.
2. 55090 Finance (Liens on Real Property), 1 hour Residential Real Estate Elective Topics, Richmond Association of Realtors

3. 55092 Finance (The Power of Exchange: 1031 Tax Deferred Exchange Basics), 1 hour Residential Real Estate Elective Topics, Richmond Association of Realtors
4. 55160 Other Real Estate Related (Real Estate Investment Strategies), 4 hours Residential Real Estate Elective Topics, New Millennium University
5. 55162 Other Real Estate Related (Real Estate Investment Analysis), 4 hours Residential Real Estate Elective Topics, New Millennium University
6. 55171 Other Real Estate Related (Virginia Legal Update, Agency & Ethics), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
7. 55196 Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School of The Richmond Association of Realtors
8. 55198 Technology (Internet Resources & E-Commerce Issues), 3 hours Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
9. 55200 Ethics & Standards of Conduct (Ethics), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School of the Richmond Association of Realtors
10. 55202 Finance (Federal Taxes and Homeowners), 3 hours Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
11. 55204 Business Planning (Business Planning), 3 hours Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
12. 55206 Finance (Tax Laws & Investments), 1 hour Residential Real Estate Elective Topics, The Real Estate School Of The Richmond Association of Realtors
13. 55208 Land Use Issues (Underground Storage Tanks), 1 hour Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
14. 55210 Other Real Estate Related (Anti-Trust Laws), 1 hour Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
15. 55214 Land Use Issues (Environmental Issues), 3 hours Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
16. 55216 Property Valuation/Listing Process (Home Inspections, Surveys, & Insurance), 3 hours Residential Real Estate Elective Topics, The Real Estate School of The Richmond Association of Realtors
17. 55218 Offer To Purchase (Offer To Purchase), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School of The Richmond Association of Realtors
18. 55220 Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School of The Richmond Association of Realtors
19. 55224 Other Real Estate Related (Connecting with Multi-cultural Homebuyers), 4 hours Residential Real Estate Elective Topics, VAR
20. 55226 Other Real Estate Related (Managing Diversity for the Broker/Owner/Manager), 4 hours Residential Real Estate Elective Topics, VAR

21. 55228 Land (RLI: Site Selection), 4 hours Commercial Real Estate Elective Topics, VAR
22. 55229 Other Real Estate Related (RLI: Site Selection), 4 hours Commercial Real Estate Elective Topics, VAR
23. 55265 Other Real Estate Related (Actions of the 2006 Virginia General Assembly), 2 hours Property Management Elective Topics, Alpha College of Real Estate Inc. of Virginia
24. 55266 Other Real Estate Related (Senior Real Estate Specialist SRES), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
25. 55268 Offer To Purchase (R&W Backwards & Forwards/Know Your Contracts), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate Inc. of Virginia
26. 55270 Agency Law (Rose & Womble/Agency/Who Do I Represent, 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
27. 55272 Property Valuation/Listing Process (R & W Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
28. 55274 Other Real Estate Related (Residential Roof Systems/Shingles), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
29. 55276 Other Real Estate Related (Uncovering Hidden Plumbing Defects), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
30. 55278 Other Real Estate Related (Wells and Pumps), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
31. 55280 Selling Process (Rose & Womble Selling Process/Contract To Close), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
32. 55282 Business Planning (Rose & Womble Business Planning/Proactive Prospecting), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
33. 55284 Other Real Estate Related (Basics of Investing in Real Estate), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate Inc. of Virginia
34. 55288 Finance (Financing Basics), 2 hours Residential Real Estate Elective Topics, New River Valley Association of Realtors
35. 55289 Technology (Applied Technology in Real Estate), 3 hours Residential Real Estate Elective Topics, Avery-Hess Academy of Real Estate
36. 55300 Technology (MLXCHANGE Report Customization), 3 hours Residential Real Estate Elective Topics, REIN
37. 55316 Other Real Estate Related (Encumbrances, Judgments, and Liens), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate

38. 55318 Selling Process (The Magic of Exceptional Service and Leadership), 1 hour Residential Real Estate Elective Topics, Virginia Association of Realtors
39. 55319 Finance (Tax Matters In Real Estate Sales), 3 hours Residential Real Estate Elective Topics, Real Estate Career Academy
40. 55321 Technology (Maximizing Your Real Estate Customer Contact Management System), 3 hours Residential Real Estate Elective Topics, Virginia Association of Realtors
41. 55323 Other Real Estate Related (Mastering The New Regional Sales Contract), 4 hours Residential Real Estate Elective Topics, The Professional Development Institute
42. 55326 Other Real Estate Related (Nuts and Bolts of a Like-Kind Exchange), 3 hours Commercial Real Estate Elective Topics, Investors Title Insurance Company
43. 55327 Other Real Estate Related (Nuts and Bolts of a Like-Kind Exchange), 3 hours Residential Real Estate Elective Topics, Investors Title Insurance Company
44. 55328 Real Estate Law (The World of Condo Associations), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
45. 55330 Property Valuation/Listing Process (Staying Power: Surviving A Changing Market), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
46. 55331 Other Real Estate Related (Staying Power: Surviving A Changing Market), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
47. 55336 Agency Law (Conflicting Interests in a Real Estate Deal), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors

1 original application was approved for a school with a pending application.

1. 55341 Fair Housing (Fair Housing Compliance Made Simple), 3 hours Residential Real Estate Mandatory Topics, City of Roanoke Fair Housing Board

D. 5 original pre-licensing courses offered by approved schools were approved.

1. Principles of Real Estate (60 hour salesperson), Institute of Finance & Real Estate
2. Broker Management (45 hour CRP), Richmond Association of Realtors
3. Broker Law (45 hour CRP), Richmond Association of Realtors
4. Broker Appraisal (45 hour CRP), Richmond Association of Realtors
5. Broker Finance (45 hour CRP), Richmond Association of Realtors

E. 14 pre-licensing instructor applications were approved.

1. Henry T. Thrasher
2. Bill Park
3. Delores S. Spraker
4. Patrick Lee Hallesy
5. Joseph P. Aust IV
6. Annette Cecile Bartholomew
7. Patricia M. O'Hare
8. Jennifer L. Zimmerman
9. Hope A. Brenick
10. JoAnne S. Panek
11. Barbara R. Kardian
12. Stephen Martin Gunther
13. Cynthia Gail Couch
14. Darlene Marie Kemp

1 pre-licensing instructor application was not approved.

1. Hyung-Jin Cho

1 pre-licensing instructor application was approved pending verification of credentials.

1. Chi H. Kang

F. 7 continuing education instructors were approved for a previously approved course.

1. **Betty Walls** - Ethics and Standards of Conduct 52192, 52191; Business Planning 52204, 52203; Agency 52198, 52197; Working with the Seller Property Valuation 52202, 52201; Land Use 52360, 52359; Real Estate Law 52196, 52195; Contracts/Offer to Purchase 52206, 52205; Selling Process 52213; Fair Housing 54829, 54830 - **Alpha College of Real Estate**
2. **Tim Vohar** - Ethics and Standards of Conduct 52192, 52191; Business Planning 52204, 52203; Agency 52198, 52197; Working with the Seller Property Valuation 52202, 52201; Land Use 52360, 52359; Real Estate Law 52196, 52195; Contracts/Offer to Purchase 52206, 52205; Selling Process 52213; Fair Housing 54829, 54830 - **Alpha College of Real Estate**
5. **Donald Metcalf** - Finance (Financing Essentials & Qualifying the Buyer), 54905 - **Avery Hess**
6. **Carl Mazzan** - Finance (Financing Essentials & Qualifying the Buyer), 54905- **Avery Hess**
7. **Hal Folts** - Accredited Buyer Representative 53053, 53054, 53055, 53056; Negotiation Tactics In Real Estate 54991, 54992; Senior Real Estate Specialist 53465, 53466, 53467, 53468, 53469 - **NVAR**

G. Other Business

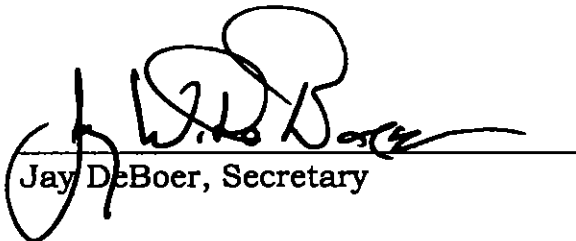
Memo re: Arlington County –The Committee received and acted upon a request from the Arlington County Business Tax Division that the requirements pertaining to local business licenses be made mandatory in all education classes being taught. The Committee denied this request stating that it is the responsibility of the hiring broker to relay this information.

The CE Shop, Inc. – The Committee reviewed and acted upon a letter requesting review of 50 course applications today, rather than at the July meeting. Since the school missed the May agenda deadline, their request was denied.

Prince William Assoc. of Realtors - The Committee reviewed and acted upon a letter requesting retroactive approval of several courses; their request was denied. A letter clarifying the approval process will be sent.

There being no further business nor public comment, the meeting adjourned at 3:55 p.m.


Schaefer Oglesby, Chairman


Jay DeBoer, Secretary